

04/08/97

COUNT NUMBER: 423360 MIDDLESEX TOBACCO CO
VOUCHER NUMBER: 15349143 450 FLORIDA GROVE RD
DATE WRITTEN: 04/08/97 PERTH AMBOY , NJ 8861
STATUS: PAID
AMOUNT PAID: 1472.00 SEND CHECK TO: PAYEE

DESCRIPTION	UNITS	AMOUNT
SAL.35DPC VPR 1Q	3280.00	1148.00
MON.30DPC VPR 1Q	1080.00	324.00

EXPLANATION: DPC SALEM & MONARCH 1ST QTR
CC: L. WOLFE

51849 3175

VOUCHER REQUEST FOR VAP/DPC/DAP

- DISTRIBUTOR NAME:

MIDPUSK TOBACCO

To PHILA 4/3/97
POU

RJR SIS #

423360

DATE

4/2/97

RJR REP :

LARRY WOOD

RJR DIV. #

1240



VAP PROGRAM PAYMENT

PROMOTION #

DESCRIPTION

-NUMBER OF SHIPPERS WRAPPED:

-CARTONS WRAPPED BY BRAND STYLE:

(BRAND)	-----
(BRAND)	-----
(BRAND)	-----
(BRAND)	-----
TOTAL CARTONS WRAPPED	
12 CASE EQUIVALENTS WRAPPED:	
(EQUALS TOTAL CTNS. WRAPPED DIVIDED BY 60)	

VAP PAYMENT SUMMARY

12M CASE EQUIV. WRAPPED

X AGREED RATE

= VAP PAYMENT OWED



DPC PROGRAM PAYMENT

PROMOTION #

DESCRIPTION

X

\$

-(MINUS)

=

DISPLAYS SOLD

RATE PER DISP.

DISCOUNT BALANCE

DPC PAYMENT OWED

OFF INVOICE DISCOUNT BALANCE FIGURED ON REVERSE SIDE

(LIST OF STORES PARTICIPATING IN PROMOTION MUST BE ATTACHED)



DAP PROGRAM PAYMENT (DESCRIBE PROMOTION IN SPACE PROVIDED)

DESCRIPTION OF DAP PROGRAM:

X

=

DISPLAYS SOLD

RATE PER DISPLAY

ASSEMBLY/DIST. PAYMENT OWED

CALVIN
BRAND FAMILY

PACKS DISCOUNTED

3280

X

\$ 35

=

\$ 1148.00

DISCOUNT REIMBURSEMENT OWED

MCNARCH
BRAND FAMILY

PACKS DISCOUNTED

1080

X

\$ 30

=

\$ 324.00

DISCOUNT REIMBURSEMENT OWED

BRAND FAMILY

PACKS DISCOUNTED

X

\$

=

\$

DISCOUNT REIMBURSEMENT OWED

(LIST OF STORES PARTICIPATING IN PROMOTION MUST BE ATTACHED)

(SIGNATURE OF DISTRIBUTOR REP.)

(SIGNATURE OF RJR REP.)

51849 3176

FAX

R. J. Reynolds Tobacco Co.
400 Raritan Center Parkway
Edison, N.J. 08837

Date 2/4/97

Number of pages including cover sheet 6

To:

Sandy Katz

Phone

Fax Phone 908-442-6218

CC:

From:

Lanny Wolfe

Phone

Fax Phone 908-417-9076

Voice Mail 800-757-8255 Ext. 48795

REMARKS:

☐ Urgent x For your review ☐ Reply ASAP ☐ Please comment

Dear Sandy,

Attached are the promotions we recently discussed to be worked in the lower volume accounts. Please send 1 Salem .35 off 4 ctn display to each account on the attached list the week of 2/10, 1 Doral .30 off 4 ctn display wk of 2/24, and 1 Monarch .30 off 4 ctn display wk of 3/10/97. The attached letter may be sent with each display to explain the promotion to the retailer.

Thanks,

Lanny

51849 3177



R. J. Reynolds Tobacco Company
1st Qtr '97 DPC PROMOTION

Account: Middlesex Tobacco.. #423360

Brand Promotion	Salem .35 off 4 carton Display	Doral .30 off 4 carton Display	Monarch .30 off 4 carton Display
Display Packing	2 ctn Salem K 2 ctn Salem Lt	1 ct DoralFF100 1 ct DoralLT100 1 ct DoralUL100 1 ct DoralLM100	1 ct Monarch FF100 1 ct Monarch Lt100 1 ct Monarch UL100 1 ct Monarch LtM100
Allocation (cs)	3 Salem FK(12M) 3 SalemLtK(12M)	2 cs DoralFF100* 2 cs DoralLT100* 2 cs DoralUL100* 2 cs DoralLM100* *presniped& invoiced @\$3.00 off/ctn	1 cs Monarch FF100 1 cs Monarch LT100 1 cs Monarch UL100 1 cs Monarch LM100
Displays	82	60	27
Date Product Recvd	2/10/97	2/24/97	3/10/97
Display Assembly	Immediately	Immediately	Immediately
Displays Shipped to Retail - procedures required to receive .10 per ctn Category II payment:	Send displays automatically to accounts on attached list beginning 2/10/97	Please cross out any account that refuses promotion and return list to RJR.	
Packing and shipping payment if packing is completed within 2 weeks		28.00 per 12M case of Live product	

51849 3178

Please send one Salem .35 off 4 ctn Display wk of 2/10/97, one Doral .30 off 4 ctn display wk of 2/24/97, and one Monarch .30 off 4 ctn display wk of 3/10 97 to each of the following accounts:

ACCOUNT	NAME	ADDRESS-1	CITY	ST	PHONE	DPC	# Dis	Salem	Doral	Monarch
721895	19 PETROLEUM	1949 ROUTE 35 S	SAYREVILLE	NJ	9083160267	423360	1			
657665	ABERDEEN NEWS	825 S CONCOURSE	KEYPORT	NJ	9085666906	423360	1			
591123	ALBINI PHARMACY	401 ADAMS ST	HOBOKEN	NJ	2017985245	423360	1			
346853	AMOCO	1890 US HIGHWAY 1	NORTH BRUNSWIC	NJ	9082973113	423360	1			
477419	AMOCO STATION	911 MAIN ST	BOONTON	NJ	2012638320	423360	1			
417064	AVENEL SWEET SHOP	219 AVENEL STREET	AVENEL	NJ	9086343527	423360	1			
592532	B & B GROCERIES	RT 18 FLEA MARKET	EAST BRUNSWICK	NJ	9082387779	423360	1			
512399	B & E DELI	1023 CHESTNUT ST	ROSELLE	NJ	2012412522	423360	1			
402052	BELL PHARMACY	1907 RT. 27	EDISON	NJ	9089851211	423360	1			
772727	BILOW LIQUORS	708 STATE ROUTE 18	EAST BRUNSWICK	NJ	9082572112	423360	1			
228319	BODNARS LIQUORS	41 GEORGES RD	NEW BRUNSWICK	NJ	9082494200	423360	1			
423780	BORCHI LIQUORS/DELI	206 HACKENSACK ST	WOOD RIDGE	NJ	2019396660	423360	1			
401529	BUTCHER BLOCK	209 CENTENNIAL AVE	CRANFORD	NJ	2012760587	423360	1			
430096	CEDAR LANE LIQUORS	527 CEDAR LN	TEANECK	NJ	2018367003	423360	1			
396915	CONVENIENCE PLUS	228 RYDERS LN	MILLTOWN	NJ	9088287717	423360	1			
586399	DEMAREST DELI, INC.	35 PARK ST	DEMAREST	NJ	2017680468	423360	1			
810112	DISCOUNT FOOD MARK	188 BUCKELEW AVE	JAMESBURG	NJ	9085213777	423360	1			
402171	DITTMANS MARKET	273 MAIN STREET	SOUTH RIVER	NJ	9082572483	423360	1			
538828	EXXON AVENEL	870 ROUTE 1 NORTH	AVENEL	NJ	9086340808	423360	1			
197950	FRANKLIN MOBIL MART	91 STATE RT 23	FRANKLIN	NJ	2018274144	423360	1			
401964	GEORGES LUNCH	STATE ST	PERTH AMBOY	NJ	2018268940	423360	1			
400708	GRAND VARIETY	371 BLOOMFIELD AVE	CALDWELL	NJ	2012280332	423360	1			
711887	HARBOR LIQ/DODY INC	904 RT 35 S	LAURENCE HARBO	NJ	9085663345	423360	1			
402094	HARVEST LIQUORS	2370 WOODBRIDGE AVE	EDISON	NJ	9089852252	423360	1			
402137	HILLTOP LIQUORS	1526 OAK TREE RD	ISELIN	NJ	9085492977	423360	1			
521448	HOPELAWN DISCOUNT	BRADLEE SHPG.CENTER	WOODBIDGE	NJ	9088268874	423360	1			
506428	JELLING OF ROSELAND	4 BECKER FARM RD	ROSELAND	NJ	2017409092	423360	1			
723624	JIM'S BORO'S LIQUOR	RT 202 SOUTH	RARITAN	NJ	9087252645	423360	1			
711695	JOHN'S FARM INC	303 HIGHWAY 38	KEYPORT	NJ	9087878832	423360	1			
402065	KALS	2045 WOODBRIDGE AVE	EDISON	NJ	9089859656	423360	1			
637019	KNT FOOD STORE	24 W HUDSON AVE	ENGLEWOOD	NJ	2018712442	423360	1			
709439	LAY Z HOPPER	43 A EASTON AVE	NEW BRUNSWICK	NJ	9089375485	423360	1			
401350	LINDAS GENERAL STOR	101 REINMAN RD	WARREN	NJ	9087541767	423360	1			
507313	MAGAZINES PLUS	45 SOUTH ST	MORRISTOWN	NJ	2019848454	423360	1			
706408	MARCZAK, INC.	247 CENTRAL AVE	METUCHEN	NJ	9085483187	423360	1			
683172	MIKES COUNTRY MARK	200 RIVA AVE	MILLTOWN	NJ	9088217767	423360	1			

Please send one Salem .35 off 4 ctn Display wk of 2/10/97, one Doral .30 off 4 ctn display wk of 2/24/97, and one Monarch .30 off 4 ctn display wk of 3/10 97 to each of the following accounts:

286235	MORGAN BRIDGE DELI	1780 STATE ROUTE 35	MORGAN	NJ	9087212606	423360	1			
659156	NEW BRUNSWICK EXXO	80 MEMORIAL PKY	NEW BRUNSWICK	NJ	9085454445	423360	1			
654463	OAK TREE SERVICE	1611 OAK TREE RD	ISELIN	NJ	9084947780	423360	1			
401987	PARK SWEET SHOP	478 AMBOY AVE	WOODBIDGE	NJ	9086340724	423360	1			
611872	RICHARDS DELICATESS	226 W FRONT ST	KEYPORT	NJ	9087394333	423360	1			
478438	SHELL	780 STELTON RD	PISCATAWAY	NJ	9089685880	423360	1			
280139	SMITH LIQUORS	225 W FRONT ST	KEYPORT	NJ	9082644470	423360	1			
402284	SOMERSET PARK RX	912 EASTON AVE	SOMERSET	NJ	9088466666	423360	1			
710497	SOUTH SIDE DELI	83 S MAIN ST	EDISON	NJ	9083213388	423360	1			
227459	STAR'S LIQUOR	1297 ROOSEVELT AVE	CARTERET	NJ	9085411780	423360	1			
421113	STOP & GO	931 AMBOY AVE	EDISON	NJ	9087386673	423360	1			
723616	TURNPIKE LIQUORS	301 PORT READING AVE	PORT READING	NJ	9088557906	423360	1			
356116	VARIETY SHELF	178 EAGLE ROCK AVE	ROSELAND	NJ	2012260629	423360	1			
497730	VILLAGE DELI	159 MAIN ST	EAST BRUNSWICK	NJ	9086511387	423360	1			
639650	VILLAGE LIQUORS	RT. 57	BROADWAY	NJ	2016892252	423360	1			
771601	WARREN COUNTY PHAR	13 E WASHINGTON AVE	WASHINGTON	NJ	9086890036	423360	1			
402229	WINDSOR PHARMACY	722 STATE ROUTE 18	EAST BRUNSWICK	NJ	9082573784	423360	1			
401851	WOODLANE PHARMACY	18 THROCKMORTON	OLD BRIDGE	NJ	9086796000	423360	1			
402266	ZAJACKS PHARMACY	223 GEORGE ST	NEW BRUNSWICK	NJ	9085450582	423360	1			

Please send one Salem .35 off 4 ctn Display wk of 2/10/97, one Doral .30 off 4 ctn display wk of 2/24/97, and one Monarch .30 off 4 ctn display wk of 3/10 97 to each of the following accounts:

ACCT	FULL NAME	ADDR1	CITY	PHONE NO	#Dis	Salem	Doral	Monarch
732045	B&P GAS	4480 STELTON RD	S PLAINFIELD	908 424 0080	1			
274131	BOONTON DELI & BAKE	235 BOONTON AVE	BOONTON	201 334 4900	1			
022185	CARTER DRUGS	CLIFFWOOD AVENUE	MATAWAN	908 566 8300	1			
695796	EMERSON PHARMACY	201 KINDERKAMACK RD	EMERSON	201 262 4999	1			
685480	FRANKLIN HILL TIGER	650 FRANKLIN BLVD	SOMERSET	908 846 3737	1			
703683	J&J ENTERPRISES, INC	ROUTE 34 NORTH	SOUTH AMBOY	908 721 9553	1			
401472	O JOHNNIES	170 WESTFIELD AVE	CLARK	908 574 0510	1			
450124	OLD BRIDGE AMOCO	579 ENGLISHTOWN RD	OLD BRIDGE	908 251 2700	1			
692801	SAYREVILLE SEA & DELI	400 WASHINGTON RD	SAYREVILLE	908 254 5150	1			
729540	TEANECK FOOD BASKET	1555 TEANECK RD	TEANECK	201 833 0056	1			
059602	TONYS SUPER SERVICE	6 MAIN AVE	WALLINGTON	201 779 4347	1			
304919	WEST FOUR SERVICES	2338 ROUTE 4 WEST	FORT LEE	201 944 5007	1			
					67			

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